

Message Text

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PAGE 01 BONN 00641 121707Z
ACTION EUR-12

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R 121651Z JAN 77
FM AMEMBASSY BONN
TO SECSTATE WASHDC 4643
INFO AMEMBASSY LONDON
AMEMBASSY PARIS
USMISSION USBERLIN
AMEMBASSY BERLIN
USMISSION NATO BRUSSELS

C O N F I D E N T I A L BONN 00641

E.O. 11652: GDS
TAGS: EAIR, WB, UK
SUBJECT: PAN AM APPLICATION FOR PART CHARTER AUTHORITY

REF: 76 STATE 310528

1. PAN AMERICAN APPLIED DECEMBER 31, 1976 TO BRITISH GOVERNMENT AND TO ALLIED CAA'S IN BONN THROUGH EMB CAA FOR PERMISSION TO CONDUCT PART CHARTERS ON ITS SCHEDULED SERVICES BETWEEN BERLIN AND LONDON FOR THREE MONTH TRIAL PERIOD. LONDON HAS APPROVED APPLICATION, APPARENTLY SUBJECT TO APPROVAL FROM UK CAA. LATTER HAS BEEN CONTACTED INFORMALLY AND INDICATED HE INTENDED TO APPROVE UNLESS BRITISH AIRWAYS RAISED OBJECTION, WHICH HE DID NOT ANTICIPATE. EMB CAA HAS NOT YET FORMALLY SUBMITTED APPLICATION TO THE CAA'S. SINCE CONDITIONS REQUESTED BY PAN AM ARE VIRTUALLY IDENTICAL TO THOSE NOW APPLYING TO BA PART CHARTERS, WE ANTICIPATE NO DIFFICULTY IN OBTAINING CAA'S APPROVAL.

2. ON JANUARY 7 VISIT TO EMBASSY, PAN AM'S MANAGER FOR GERMANY, RUNNETTE, SAID THAT APPLICATION FOR PART
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CHARTERS WAS MERELY TO PUT SOME NOT FULLY UTILIZED CAPACITY TO WORK AND WAS NOT AN ATTEMPT TO INFLUENCE TRIPARTITE TALKS ON BERLIN-LONDON-PARIS CHARTERS. HE SAID THAT IF USG FELT THE APPLICATION WEAKENED OUR NEGOTIATING POSITION HE WOULD WITHDRAW IT.

3. RUNNETTE SAID THAT SO FAR AS PAN AM CONCERNED ISSUE

OF PAN AM RIGHT TO FLY BERLIN-LONDON CHARTERS WAS NOW ONE MOSTLY OF PRINCIPLE WITH LITTLE PRACTICAL MEANING TO PAN AM. THIS IS BECAUSE DAN AIR AND LAKER ARE QUOTING PRICES TO CHARTERERS THAT PAN AM CANNOT MEET. THUS, IF HMG REMOVED ALL RESTRICTIONS ON SUCH CHARTERS, PAN AM PROBABLY STILL WOULD NOT CONDUCT ANY.

4. COMMENT: RUNNETTE'S CURRENT FEELING IS BASIC CHANGE FROM EARLIER PAN AM STANCE THAT LONDON CHARTERS WERE IMPORTANT AND THAT USING PART CHARTER FORMAT AS HAD BEEN SUGGESTED BY BRITISH WAS UNACCEPTABLE TO PAN AMERICAN. ALTHOUGH IT IS ENTIRELY POSSIBLE THAT PAN AM'S VIEWS WILL CHANGE AGAIN, AT THE MOMENT IT WOULD APPEAR THAT WE COULD SAFELY GO ALONG WITH THE UK DESIRE TO DISCUSS BERLIN-LONDON-PARIS CHARTER RIGHTS MAINLY ON THE BASIS OF POLITICAL PRINCIPLES.

5. PAN AM'S APPLICATION FOR PART CHARTERS COULD BE POINTED TO BY THE BRITISH AS AN INCONSISTENCY ON OUR SIDE, BUT WOULD NOT SEEM TO WEAKEN DISASTROUSLY OUR ARGUMENTS FOR CHARTER RIGHTS. THEY WOULD USE SCHEDULED CAPACITY IN THE OFF PEAK SEASON WHILE CHARTER FLIGHTS WOULD USE AIRCRAFT AT TIMES THEY ARE NOT NEEDED FOR SCHEDULED SERVICES. THE PER SEAT PRICE TO THE CHARTERER AT DM 225 IS SIGNIFICANTLY HIGHER THAN THAT ON ALL CHARTER FLIGHTS (ABOUT DM 125-150) WHICH WOULD MEAN, OF COURSE, HIGHER PRICES TO THE TRAVELER. WE ARE INCLINED TO GO AHEAD WITH PRESENTATION OF PAN AM'S APPLICATION TO THE CAA FORUM. ACTION REQUESTED:
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DEPARTMENT'S VIEWS ON WHETHER PAN AM'S APPLICATION FOR PART CHARTER RIGHTS SHOULD BE SUPPORTED.
STOESSEL

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Message Attributes

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